

## New Jersey Community Solar Energy Pilot Program Program Year 2 Application Form

### Section A: Application Form Requirements, Instructions, Terms and Conditions

The following Application Form is intended only for entities submitting a community solar project for consideration by the New Jersey Board of Public Utilities (“Board” or “BPU”). Projects selected by the Board will be approved for participation in the Community Solar Energy Pilot Program, pursuant to the rules at N.J.A.C. 14:8-9.

This Application Form is valid only for the following Program Year and Application Period:

#### **Program Year 2, Application Period 1**

Application Period Opens: Staff will inform stakeholders once the online application portal is open. The online application portal will open no later than December 31, 2020.

Application Period Closes: Friday, February 5, 2021 at 5:00 P.M. EST

### I. Minimum Qualification Requirements

The Community Solar Energy Pilot Program is open to projects that meet the following minimum requirements, and the full requirements defined in N.J.A.C. 14:8-9 (available for reference at the following link: [http://njcleanenergy.com/files/file/R\\_2019%20d\\_021%20\(51%20N\\_J\\_R\\_%20232\(a\)\).pdf](http://njcleanenergy.com/files/file/R_2019%20d_021%20(51%20N_J_R_%20232(a)).pdf)).

1. The proposed community solar project must be located in the electric service territory of an Electric Distribution Company (“EDC”) in the State of New Jersey.
2. Existing solar projects may not apply to requalify as a community solar project. An existing solar project, as defined in N.J.A.C. 14:8-9.2, means a solar project having begun operation and/or been approved by the Board for connection to the distribution system prior to February 19, 2019. Projects having received a subsection (t) conditional certification from the Board prior to February 19, 2019 should refer to section B. XIII. Special Authorizations and Exemptions for additional information.
3. The Board will not consider Applications for EDCs to develop, own, or operate community solar project(s).
4. The Board will not consider Applications for projects sited on preserved farmland, as defined in N.J.A.C. 14:8-9.2.
5. The Board will not consider Applications for projects exceeding the capacity limit for individual community solar projects, set at 5 MWdc as defined in N.J.A.C. 14:8-9.4(g).

### II. Instructions for Completing the Community Solar Energy Pilot Program Application Form

1. Applications **must** be submitted via a dedicated online application process. Staff will provide further details on how to submit an Application online upon the opening of the online application process. The online application process will reflect the exact questions and requirements laid out



in this Application Form. This PDF Application Form is being provided to allow Applicants to develop their Applications; **do not** submit an Application using this PDF Application Form. Any Application submitted using this PDF Application Form rather than the dedicated online application process will not be considered.

2. Each solar project applying to participate in the Community Solar Energy Pilot Program requires the submission of an individual Application Form. **Do not apply for more than one (1) project per Application Form.** There is no limit to the number of Application Forms that can be submitted by any one Applicant (see the definition of an “Applicant” in section A. III. Terms and Conditions).
3. **Do not submit the same project (same Applicant name and project site) multiple times or with various sizes.**
4. All questions are required to be answered, unless explicitly marked as optional. All attachments are required, unless explicitly marked as optional. All attachments must be submitted with the Application Form via the online application process, therefore forming a complete application package.
5. Do not in any way amend, edit, or otherwise change the questions or format of this application form.
6. Original signatures on all forms and certifications of this Application Form are required. The certifications contained in section C must be notarized and may not be modified. More information on how to submit electronic certifications will be provided upon the release of the online application process.
7. Attachments must be submitted as part of the Application Form via the online application process. The Board will not accept documentation sent directly to the Board.

### III. Terms and Conditions

#### General Terms and Conditions

1. The “Applicant” is defined as the entity that submits the Community Solar Energy Pilot Program Application Form (for example, an Applicant may be a project developer, project owner, project operator, property owner, contractor, installer, or agent thereof).  
Prior to completing the Application Form, the Applicant must carefully review the rules at N.J.A.C. 14:8-9, and any other rules, regulations, and codes applicable to the design, construction, and operation of a community solar project in New Jersey. All Applications must be in compliance with all local, state and federal rules, regulations and laws. Furthermore, submission of an Application Form does not obviate the need for compliance with all applicable local, state, and federal laws and regulations at any time during the design, construction, operation, and decommissioning of a community solar project including, but not limited to, regulations by commissions such as the New Jersey Highlands Council and the New Jersey Pinelands Commission.
2. By submitting an Application, the Applicant acknowledges notice on behalf of all project participants that the information included in the Application is subject to disclosure under the Open Public Records Act, N.J.S.A. 47:1A-1 et seq. Aggregated information may be used by the



Board and/or other state, federal, county, regional or local agencies in reports and evaluations, and the geographic location may be used to update Geographic Information System (“GIS”) mapping. Applicants must identify sensitive and trade secret information that they wish to keep confidential by submitting them in accordance with the confidentiality procedures set forth in N.J.A.C. 14:1-12.3 (see “Submission of Confidential Information”). Furthermore, the Applicant understands that the list of approved community solar projects will be published on the Board of Public Utilities website.

3. Amendments or supplements to the Community Solar Energy Pilot Program Application Form will be made available via the New Jersey Clean Energy Program (“NJCEP”) website at [www.njcleanenergy.com](http://www.njcleanenergy.com). This Application Form may be modified for future Application Periods at any time without prior notification.

### Evaluation of Applications and Approval of Projects

4. Only Applications that are administratively complete by the close of the Application Period will be considered for participation in the Community Solar Energy Pilot Program during that Program Year. An application will be deemed administratively complete if: 1) All questions are completed, except those explicitly marked as optional, 2) All required attachments are included (see Appendix B for a checklist of required attachments), and 3) All required signatures are included. Applicants will be notified if an Application is deemed administratively incomplete. An incomplete Application may be amended and resubmitted during the next Pilot Program Application Period without advantage or disadvantage, so long as it conforms to the requirements of that Application Period. In the event that any required information or attachment is missing, the Application will be deemed incomplete and will not be scored.
5. Only Applications that are submitted via the online application process will be considered for participation in Program Year 2 (“PY2”) of the Pilot Program.
6. Any Application that contains factually incorrect information will be eliminated from consideration.
7. The Applicant may be required to supplement the information provided in the Application Form upon request from the Board or Board Staff.
8. Following the close of the Application Period, each Application will be reviewed and evaluated by a dedicated Evaluation Committee.
9. In reviewing each application, Board Staff may consult with the New Jersey Department of Environmental Protection (“NJDEP”), the New Jersey Department of Agriculture, or other state agencies and consultants as are relevant to the Application. Any information marked and submitted as confidential will be treated as such by the receiving agency, and used for the sole purpose of evaluation.
10. **Board Staff may reject Applications that are incomplete at the close of the Application Period, that are not in compliance with the rules and regulations established in N.J.A.C. 14:8-9, or that do not meet a minimum standard for selection, as set forth in this Application Form.**
11. The criteria for evaluation of Applications are presented in Appendix C (Evaluation Criteria). Projects must score a minimum 50 points total in order to be considered for participation in the



Community Solar Energy Pilot Program. Projects that score above 50 points will be presented to the Board for approval for participation in the Community Solar Energy Pilot Program in order, starting with the highest-scoring project and proceeding to the lowest-scoring project, and until the allocated program capacity allocated for that Program Year to each EDC service territory. The last project to be selected by the Board will be granted conditional approval for its full capacity (i.e. no project capacity will be cut off).

The allocated program capacity for Program Year 2 is **150 MWdc**. At least 40% of program capacity (i.e. at least 60 MW) will be allocated to Low and Moderate Income (“LMI”) projects. The Board may, at its discretion, award up to 10% over or under this 150 MWdc capacity limit.

The EDC service territory breakdown of capacity for PY2 is as follows:

EDC	% of retail sales	PY2 Allocated Capacity
Atlantic City Electric (“ACE”)	12.35%	18.525
Jersey Central Power & Light (“JCP&L”)	28.86%	43.29
Public Service Electric & Gas (“PSE&G”)	56.87%	85.305
Rockland Electric Company (“RECO”)	1.92%	2.88
Total	100%	150

- The Board may elect not to select projects in an EDC service territory if the number of Applications submitted is insufficient to provide adequate competition. In that event, the Board may allow the unused capacity to be reallocated to another EDC territory.

Milestones and Follow-Up for Approved Projects

- Should the proposed community solar project be approved by the Board for participation in the Community Solar Energy Pilot Program, such approval will be contingent on the project being constructed and operated as proposed in its Application. Applicants may not change the location or characteristics of selected projects.

Furthermore, pursuant to the rules at N.J.A.C. 14:8-9.3(c), approved projects are expected to begin construction within 6 months of their approval by the Board, and are expected to become fully operational within 12 months of their approval by the Board. Extensions may be granted by Board Staff at its discretion, based on its assessment of the specific circumstances of each project approved.

Please note: the Board proposed an amendment to the Pilot Program rules, which, if approved, would eliminate the deadline to begin construction, establish a requirement that approved projects provide quarterly progress updates, and extend the deadline to become fully operational from 12 to 18 months. Additionally, Staff would be able to grant one, six-month extension; further extensions would need to be requested from the Board via a petition. If approved, these rule amendments will apply to all community solar projects granted conditional approval to participate in the Pilot Program. This note is for informational purposes only. Applicants must be



prepared to construct their projects in accordance with the existing timelines in the current rules at N.J.A.C. 14:8-9.3(c).

In order to monitor compliance, approved projects will be required to submit updates to the Board:

- a. Prior to the beginning of construction, the Applicant must provide evidence that commitments in the following categories have been met: project location, community and environmental justice engagement, other benefits.
- b. Prior to applying for permission to operate (“PTO”), the Applicant must provide evidence that commitments in the following categories have been met: siting (other than location), all permits received.
- c. Prior to applying to the EDC for allocation of bill credits, the Applicant must provide evidence that commitments in the following categories have been met: product offering, subscriber type, geographic limit within EDC service territory.

If the approved project fails to be completed as proposed in the Application, and the Applicant fails to remedy the failure or provide an equivalent modification within a reasonable timeframe, the project may be penalized up to and including a withdrawal of the permission to operate in the Community Solar Energy Pilot Program.

#### Incentive Eligibility

14. In order to limit regulatory uncertainty for projects applying to PY2 of the Pilot Program, the Board has determined that Applications selected as part of PY2 be eligible to register for the current Transition Incentive (“TI”) program, even if said Applications are selected after the establishment of the Successor Program, subject to projects maintaining compliance with the rules and regulations of the TI Program.

#### Special Considerations for Project Siting

15. Unlike Program Year 1, Applicants with ground mounted projects are not required to meet with NJDEP’s Office of Permitting and Project Navigation (“OPPN”, formerly the Office of Permit Coordination and Environmental Review, or PCER) prior to submitting an Application to the Board. Applicants may request a meeting with the OPPN to identify permits and other potential issues, but doing so is not a prerequisite in the PY2 Application process.  
Exception: Applications for floating solar projects are required to meet with OPPN prior to submitting an Application. Applicants are responsible for requesting the meeting sufficiently in advance of the Application deadline to ensure that the meeting is able to occur.
16. Applicants are required to submit a complete OPPN Permit Readiness Checklist as an attachment to their Application. Applicants are not required to submit the OPPN Permit Readiness Checklist to OPPN prior to submitting an Application, except in the case of floating solar projects. The Evaluation Committee will submit the Checklists of shortlisted Applications directly to NJDEP prior



- to presenting the list of project scores to the Board. The Permit Readiness Checklist is available at the following link: <https://www.nj.gov/dep/pcer/introcklist.htm>.
17. Special attention should be paid when siting a project on a landfill, a brownfield, or an area of historic fill. For reference, NJDEP's *Guidance for Installation of Solar Renewable Energy Systems on Landfills in New Jersey* can be found at the following link: <https://www.nj.gov/dep/dshw/swp/solarguidance.pdf>.
  18. The Applicant should review the environmental compliance history at the proposed site and the various operations that were conducted there. Satisfaction of all outstanding NJDEP regulatory compliance obligations, if applicable, will be required prior to applying for permission to operate. The Applicant should identify any outstanding compliance and enforcement issues associated with the property on which the proposed project is to be sited and resolve them accordingly before submitting an Application, if applicable.
  19. If the proposed project is sited on Green Acres preserved open space, as defined in N.J.A.C. 14:8-9.2, or on land owned by NJDEP, the Applicant must receive special approval for the project from NJDEP prior to submitting the Application to the Board, and attach proof of approval to their application package (see section B. VII. Community Solar Facility Siting).

#### Special Considerations for Government Entity Applicants

20. Specific exemptions are identified throughout the Application Form which apply only if: 1) the Applicant is a government entity (municipal, county, or state), AND 2) the community solar developer will be selected by the Applicant via a Request for Proposals ("RFP"), Request for Quotations ("RFQ"), or other bidding process. If this is the case, the Applicant must include a letter describing the proposed bidding process, and the Applicant should complete all sections of the Application Form based on the project as it will be designed in the bidding process. The Applicant must further commit to issuing said RFP, RFQ, or other bidding process within 90 days of the proposed project being approved by the Board for participation in the Community Solar Energy Pilot Program (see section B. XIII. Special Authorizations and Exemptions).
21. Alternatively, Government Entity Applicants may elect to submit an Application after issuing an RFP, RFQ, or other bidding process.
22. The Application Form has been designed to ensure that Government Entity Applicants provide the information necessary to equitably score the project against all other Applicants, and to provide contain reasonable assurances that the project will be developed. All Applicants are required to identify a project site.
23. Additionally, the Board proposed an amendment to the Pilot Program rules, which, if approved, would allow municipally-owned community solar projects to submit an application for a project that requests an exemption from the provisions at N.J.A.C. 14:8-9.10(b)(1) mandating subscriber enrollment via affirmative consent (i.e. an opt-out community solar project). Projects applying in PY2 may indicate in section B. XIII. Special Authorizations and Exemptions that they plan to utilize opt-out subscriber enrollment if the proposed rule amendment is approved by the Board. If the Application is selected but the proposed rule amendment is not approved by the Board, the

project will be required to proceed using affirmative consent (i.e. “opt-in”) subscriber enrollment rules, as currently provided for in the Pilot Program rules at N.J.A.C. 14:8-9.10(b)(1).

### Submitting an Application

24. Applications must adhere to all of the following instructions for submission. Applications must be received no later than 5:00 P.M. on the date of the close of the Application Period in order to be considered.
25. Applications **must** be submitted via the dedicated online application process. Staff will provide further details on how to submit an Application online upon the opening of the online application process. The online application process will reflect the exact questions and requirements laid out in this Application Form. This PDF Application Form is being provided to allow Applicants to develop their Applications; **do not** submit an Application using this PDF Application Form.

### Submission of Confidential Information

26. All Applications received will be posted to the New Jersey Clean Energy Program website, and will be available through NJBPU’s Public Document Search. The information contained in and submitted with the Application is subject to disclosure under the Open Public Records Act, N.J.S.A. 47-1A-1 et seq.
27. Claimed sensitive and trade secret information that Applicants wish to keep confidential must be submitted in accordance with the confidentiality procedures set forth in N.J.A.C. 14:1-12.3.

### Questions and Further Information

28. Please address all questions pertaining to the Application Form to [communitysolar@njcleanenergy.com](mailto:communitysolar@njcleanenergy.com).
29. Additional guidance and Frequently Asked Questions will be available on the NJCEP website at: <http://njcleanenergy.com/renewable-energy/programs/community-solar>.



**Section B: Community Solar Energy Project Description**

Project Name: \_\_\_\_\_

\*This name will be used to reference the project in correspondence with the Applicant.

**I. Applicant Contact Information**

Applicant Company/Entity Name: \_\_\_\_\_

First Name: \_\_\_\_\_ Last Name: \_\_\_\_\_

Daytime Phone: \_\_\_\_\_ Email: \_\_\_\_\_

Applicant Mailing Address: \_\_\_\_\_

Municipality: \_\_\_\_\_ County: \_\_\_\_\_ Zip Code: \_\_\_\_\_

- Applicant is:
- Community Solar Project Owner
  - Community Solar Developer/Facility Installer
  - Property/Site Owner
  - Subscriber Organization
  - Agent (if agent, what role is represented) \_\_\_\_\_

**II. Community Solar Project Owner**

Project Owner Company/Entity Name (complete if known): \_\_\_\_\_

First Name: \_\_\_\_\_ Last Name: \_\_\_\_\_

Daytime Phone: \_\_\_\_\_ Email: \_\_\_\_\_

Mailing Address: \_\_\_\_\_

Municipality: \_\_\_\_\_ County: \_\_\_\_\_ Zip Code: \_\_\_\_\_

**III. Community Solar Developer**

*This section, "Community Solar Developer," is optional if: 1) the Applicant is a government entity (municipal, county, or state), AND 2) the community solar developer will be selected by the Applicant via a RFP, RFQ, or other bidding process. In all other cases, this section is required.*

Developer Company Name (optional, complete if applicable): \_\_\_\_\_

First Name: \_\_\_\_\_ Last Name: \_\_\_\_\_

Daytime Phone: \_\_\_\_\_ Email: \_\_\_\_\_

Mailing Address: \_\_\_\_\_

Municipality: \_\_\_\_\_ County: \_\_\_\_\_ Zip Code: \_\_\_\_\_

- The proposed community solar project will be primarily built by:
- the Developer
  - a contracted engineering, procurement and construction ("EPC") company





If the proposed community solar project will be primarily built by a contracted EPC company, complete the following (optional, complete if known):

*If the EPC company information is left blank and the proposed project is approved by the Board for participation in the Community Solar Energy Pilot Program, the Applicant must inform the Board of the information below once the EPC company becomes known.*

EPC Company Name (optional, complete if applicable): \_\_\_\_\_  
 First Name: \_\_\_\_\_ Last Name: \_\_\_\_\_  
 Daytime Phone: \_\_\_\_\_ Email: \_\_\_\_\_  
 Mailing Address: \_\_\_\_\_  
 Municipality: \_\_\_\_\_ County: \_\_\_\_\_ Zip Code: \_\_\_\_\_

**IV. Property/Site Owner Information**

Property Owner Company/Entity Name: \_\_\_\_\_  
 First Name: \_\_\_\_\_ Last Name: \_\_\_\_\_  
 Daytime Phone: \_\_\_\_\_ Email: \_\_\_\_\_  
 Applicant Mailing Address: \_\_\_\_\_  
 Municipality: \_\_\_\_\_ County: \_\_\_\_\_ Zip Code: \_\_\_\_\_

**V. Community Solar Subscriber Organization (optional, complete if known)**

*If this section, "Community Solar Subscriber Organization," is left blank and the proposed project is approved by the Board for participation in the Community Solar Energy Pilot Program, the Applicant must inform the Board of the information below once the Subscriber Organization becomes known.*

Subscriber Organization Company/Entity Name (optional, complete if applicable): \_\_\_\_\_  
 First Name: \_\_\_\_\_ Last Name: \_\_\_\_\_  
 Daytime Phone: \_\_\_\_\_ Email: \_\_\_\_\_  
 Mailing Address: \_\_\_\_\_  
 Municipality: \_\_\_\_\_ County: \_\_\_\_\_ Zip Code: \_\_\_\_\_

**VI. Proposed Community Solar Facility Characteristics**

Community Solar Facility Size (as denominated on the PV panels): \_\_\_\_\_ MWdc  
 \*Any application for a system larger than 5 MWdc will be automatically eliminated. If awarded, projects will be held to the MWdc size indicated in this Application.

Community Solar Facility Location (Address): \_\_\_\_\_  
 Municipality: \_\_\_\_\_ County: \_\_\_\_\_ Zip Code: \_\_\_\_\_  
 Name of Property (optional, complete if applicable): \_\_\_\_\_



Property Block and Lot Number(s): \_\_\_\_\_

Community Solar Site Coordinates: \_\_\_\_\_ Longitude \_\_\_\_\_ Latitude

Total Acreage of Property Block and Lots: \_\_\_\_\_ acres

Total Acreage of Community Solar Facility: \_\_\_\_\_ acres

Attach a delineated map of the portion of the property on which the community solar facility will be located in PDF format. The map must be provided in color. Note: Applications may be required upon request to submit a copy of the delineated map as a design plan in drawing file format (.dwg) or as a shapefile (.shp), in order to facilitate integration with Geographic Information System (GIS) software.

EDC electric service territory in which the proposed community solar facility is located: *(select one)*

- Atlantic City Electric
- Jersey Central Power & Light
- Public Service Electric & Gas
- Rockland Electric Co.

Estimated time from Application selection to project completion\* *(The Applicant should provide a good faith estimate of the date of project completion; however, this data is being collected for informational purposes only.)*: \_\_\_\_\_ (month) \_\_\_\_\_ (year)

\*Project completion is defined pursuant to the definition at N.J.A.C. 14:8-9.3 as being fully operational, up to and including having subscribers receive bill credits for their subscription to the project. Projects must be fully operational within 12 months of receiving conditional approval by the Board (subject to change according to the proposed rule amendment described in the Terms and Conditions).

The proposed community solar facility is an existing project\* .....  Yes  No

If "Yes," the Application will not be considered by the Board. See section B. XIII. for special provisions for projects having received a subsection (t) conditional certification from the Board prior to February 19, 2019.

\*An existing project is defined in N.J.A.C. 14:8-9.2 as a solar project having begun operation and/or been approved by the Board for connection to the distribution system prior to February 19, 2019.

**VII. Community Solar Facility Siting**

1. The proposed community solar project has site control\* .....  Yes  No

If "Yes," attach proof of site control.

If "No," the Application will be deemed incomplete.

\*Site control is defined as property ownership or option to purchase, signed lease or option to lease, or signed contract for use as a community solar site or option to contract for use as a community solar site. The site control must be specific to the project in this Application, and may not be contingent on the approval of another Application submitted in PY2.



2. The proposed community solar facility is located, in part or in whole, on preserved farmland\* .....  Yes  No

If “Yes,” the Application will not be considered by the Board.

\*Preserved farmland is defined in N.J.A.C. 14:8-9.2 as land from which a permanent development easement was conveyed and a deed of easement was recorded with the county clerk’s office pursuant to N.J.S.A. 4:1C-11 et seq.; land subject to a farmland preservation program agreement recorded with the county clerk’s office pursuant to N.J.S.A. 4:1C-24; land from which development potential has been transferred pursuant to N.J.S.A. 40:55D-113 et seq. or N.J.S.A. 40:55D-137 et seq.; or land conveyed or dedicated by agricultural restriction pursuant to N.J.S.A. 40:55D-39.1.

3. The proposed community solar facility is located, in part or in whole, on Green Acres preserved open space\* or on land owned by the New Jersey Department of Environmental Protection (NJDEP) .....  Yes  No

If “Yes,” the Applicant must attach special authorization from NJDEP for the site to host a community solar facility. The Board will not consider Applications for projects located, in part or in whole, on Green Acres preserved open space or on land owned by NJDEP, unless the Applicant has received special authorization from NJDEP and includes proof of such special authorization in the Application package.

\*Green Acres preserved open space is defined in N.J.A.C. 14:8-9.2 as land classified as either “funded parkland” or “unfunded parkland” under N.J.A.C. 7:36, or land purchased by the State with “Green Acres funding” (as defined at N.J.A.C. 7:36).

4. The proposed community solar facility is located, in part or in whole, on (check all that apply):

- a landfill (see question 7 below)
- a brownfield (see question 8 below)
- an area of historic fill (see question 9 below)
- a rooftop (see question 10 below)
- a canopy over a parking lot or parking deck
- a canopy over another type of impervious surface (e.g. walkway)
- a water reservoir or other water body (“floating solar”) (see question 11 below)
- a former sand or gravel pit or former mine
- farmland\* (see definition below)
- other (see question 5 below): \_\_\_\_\_

\*Farmland is defined as land that has been actively devoted to agricultural or horticultural use and that is/has been valued, assessed, and taxed pursuant to the “Farmland Assessment Act of 1964,” P.L. 1964, c.48 (C. 54:4-23.1 et seq.) at any time within the ten year period prior to the date of submission of the Application.

5. If you answered “other” to question 4 above, describe the proposed site and explain why it is appropriate for siting a community solar facility:



6. The proposed community solar facility is located, in part or in whole, on land located in:

- the New Jersey Highlands Planning Area or Preservation Area
- the New Jersey Pinelands

If the project is a ground mounted project (i.e. not rooftop or canopy), and answered “Yes” to either of the options above, include a letter or other determination from the New Jersey Highlands Council or the New Jersey Pinelands Commission, as relevant, stating that the proposed project is consistent with land use priorities in the area.

7. If the proposed community solar facility is located, in part or in whole, on a landfill, provide the name of the landfill, as identified in NJDEP’s database of New Jersey landfills, available at [www.nj.gov/dep/dshw/lrm/landfill.htm](http://www.nj.gov/dep/dshw/lrm/landfill.htm): \_\_\_\_\_

8. If the proposed community solar facility is located, in part or in whole, on a brownfield, has a final remediation document been issued for the property? .....  Yes  No  
 If “Yes,” attach a copy of the Response Action Outcome (“RAO”) issued by a Licensed Site Remediation Professional (“LSRP”) or the No Further Action (“NFA”) letter issued by NJDEP.

9. If the proposed community solar facility is located, in part or in whole, on an area of historic fill, have the remedial investigation requirements pursuant to the Technical Requirements for Site Remediation, N.J.A.C. 7:26E-4.7 been implemented? .....  Yes  No  
 Has the remediation of the historic fill been completed pursuant to the Technical Requirements for Site Remediation, N.J.A.C. 7:26E-5.4? .....  Yes  No  
 If the remediation of the historic fill has been completed, attach a copy of the Response Action Outcome (“RAO”) issued by a Licensed Site Remediation Professional (“LSRP”) or the No Further Action (“NFA”) letter issued by NJDEP.

10. If the proposed community solar facility is located, in part or in whole, on a rooftop, has the Applicant verified that the roof is structurally able to support a solar system? .....  Yes  No  
 If “Yes,” attach substantiating evidence.  
 If “No,” the application will not be considered by the Board.

11. If the proposed community solar facility is located, in part or in whole, on a water reservoir or other water body (“floating solar”), is the facility located at a water treatment plant or sand and gravel pit that has little to no established floral and faunal resources?  
 .....  Yes  No



If “Yes,” provide supporting details and attach substantiating evidence if needed.

\*All proposed floating solar projects are required to meet with NJDEP’s OPPN prior to submitting an Application. Applicants are responsible for contacting NJDEP with sufficient advance notice to ensure that a meeting will occur prior to the deadline to submit an Application. Please see section VIII Permits, Question 2 for more information.

12. The proposed community solar facility is located on the property of an affordable housing building or complex .....  Yes  No

13. The proposed community solar facility is located on an area designated in need of redevelopment .....  Yes  No

If “Yes,” attach proof of the designation of the area as being in need of redevelopment from a municipal, county, or state entity.

14. The proposed community solar facility is located in an Economic Opportunity Zone, as defined by the New Jersey Department of Community Affairs (“DCA”) .....  Yes  No

If “Yes,” attach proof that the facility is located in an Economic Opportunity Zone.

\*More information about Economic Opportunity Zones are available at the following link: [https://www.state.nj.us/dca/divisions/lps/opp\\_zones.html](https://www.state.nj.us/dca/divisions/lps/opp_zones.html).

15. The proposed community solar facility is located on land or a building that is preserved by a municipal, county, state, or federal entity .....  Yes  No

If “Yes,” attach proof of the designation of the site as “preserved” from a municipal, county, or state entity, and evidence that such designation would not conflict with the proposed solar facility.

16. The proposed community solar facility is located, in part or in whole, on land that includes trees .....  Yes  No

Construction of the proposed community solar facility will require cutting down one or more trees .....  Yes  No

If “Yes,” estimated number of trees required to be cut for construction: \_\_\_\_\_

If “Yes,” estimated number of acres of trees that required to be cut for construction: \_\_\_\_\_

17. Are there any use restrictions at the site? .....  Yes  No

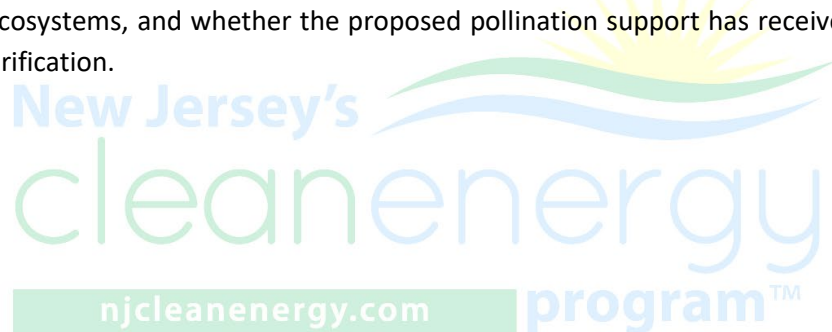
If “Yes,” explain the use restriction below and provide documentation that the proposed community solar project is not prohibited.



Will the use restriction(s) be required to be modified by variance or other means?  
 .....  Yes  No

If “Yes,” explain the modification below.

18. The proposed community solar facility has been specifically designed or planned to preserve or enhance the site (e.g. landscaping, site and enhancements, pollination support, etc.) This represents site improvements beyond required basic site improvements .....  Yes  No  
 If “Yes,” explain below, and provide any substantiating documentation in an attachment. Explain how the proposed site enhancements will be made and maintained for the life of the project. If implementing pollination support, explain what type of pollination support, how this support is expected to help local ecosystems, and whether the proposed pollination support has received certifications or other verification.



19. This question is for informational purposes only, and will not impact the Application’s score. The Board is interested in learning more about ways in which “dual use” projects may be implemented in the Pilot Program:

The proposed community solar facility is a “dual use” project: i.e. the project site will remain in active agricultural production throughout the life of the project (e.g. crop production under or between the panels, livestock grazing).....  Yes  No

\*Wildflower planting or other pollination support is not considered dual use for purposes of this question (pollination support is question 18).

If “Yes,” explain what agricultural production will be maintained on the site and will be consistent with the presence of a solar system. Provide any substantiating documentation in an attachment.



VIII. Permits

1. The Applicant has completed the NJDEP Permit Readiness Checklist, and will submit it as an attachment to this Application.....  Yes  No n/a for rooftop  
 If “No,” the Application will be deemed incomplete. This requirement only applies to ground mounted and floating solar projects. Community solar projects located on a rooftop, parking lot, or parking structure are exempt from this requirement.

\*Applicants are not required to submit the Permit Readiness Checklist to NJDEP prior to submitting an Application to the Board, except in the case of floating solar projects.

2. The Applicant has met with NJDEP’s OPPN .....  Yes  No  
 If “Yes,” attach meeting notes or relevant correspondence with NJDEP’s OPPN.

\* If the Applicant met with OPPN or received comments from OPPN (formerly PCER) for this project as part of the Program Year 1 Application process, and if the details of the project and the site characteristics have remained the same, those comments remain valid. Please include those comments or meeting notes as an attachment to the Application.

\*A meeting with NJDEP’s OPPN is not required prior to submitting an Application. Exception: all floating solar projects are required to meet with NJDEP’s OPPN prior to submitting an Application. Applicants with a floating solar project are responsible for contacting NJDEP with sufficient advance notice to ensure that a meeting will occur prior to the deadline to submit an Application.

3. The Applicant has received all non-ministerial permits\* for this project (optional) .....  Yes  No

\*Receiving all non-ministerial permits is not required prior to submitting an Application.

\*A non-ministerial permit is one in which one or more officials consider various factors and exercise some discretion in deciding whether to issue or deny a permit. This is in contrast to a ministerial permit, for which approval is contingent upon the project meeting pre-determined and established standards. Examples of non-ministerial permits include: local planning board authorization, use variances, Pinelands or Highlands Commission approvals, etc. Examples of ministerial permits include building permits and electrical permits.

4. Please list all permits, approvals, or other authorizations that will be needed for the construction and operation of the proposed community solar facility pursuant to local, state and federal laws and regulations. Include permits that have already been received, have been applied for, and that will need to be applied for. These include:
  - a. Permits, approvals, or other authorizations from NJDEP (i.e. Land Use, Air Quality, New Jersey Pollutant Discharge Elimination System “NJPDES”, etc.) for the property.
  - b. Permits, approvals, or other authorizations from NJDEP (i.e. Land Use, Air Quality, NJPDES, etc.) directly related to the installation and operation of a solar facility on this property.







6. The Applicant has conducted an interconnection study for the proposed system *(optional)* .....  Yes  No  
 If “Yes,” include the interconnection study received from the EDC.

**IX. Community Solar Subscriptions and Subscribers**

1. Estimated or Anticipated Number of Subscribers *(please provide a good faith estimate or range)*:  
 \_\_\_\_\_

2. Estimated or Anticipated Breakdown of Subscribers *(please provide a good faith estimate or range of the kWh of project allocated to each category)*:  
 Residential: \_\_\_\_\_ Commercial: \_\_\_\_\_  
 Industrial: \_\_\_\_\_ Other: \_\_\_\_\_  
 (define “other”: \_\_\_\_\_)

3. The proposed community solar project is an LMI project\* .....  Yes  No  
 \*An LMI project is defined pursuant to N.J.A.C. 14:8-9 as a community solar project in which a minimum 51 percent of project capacity is subscribed by LMI subscribers.

4. The proposed community solar project has a clear plan for effective and respectful customer engagement process. ....  Yes  No  
 If “Yes,” attach evidence of experience on projects serving LMI communities or partnerships with organizations that have experience serving LMI communities.

5. The proposed community solar project will allocate at least 51% of project capacity to residential customers .....  Yes  No

6. An affordable housing provider is seeking to qualify as an LMI subscriber for the purposes of the community solar project .....  Yes  No  
 If “Yes,” estimated or anticipated percentage of the project capacity for the affordable housing provider’s subscription *(provide an estimate or range)*: \_\_\_\_\_

If “Yes,” what specific, substantial, identifiable, and quantifiable long-term benefits from the community solar subscription are being passed through to their residents/tenants?



Additionally, the affordable housing provider must attach a signed affidavit that the specific, substantial, identifiable, and quantifiable long-term benefits from the community solar subscription will be passed through to their residents/tenants.

If “No,” please be aware that, if, at any time during the operating life of the community solar project an affordable housing provider wishes to subscribe to the community solar project as an LMI subscriber, it must submit a signed affidavit that the specific, substantial, identifiable, and quantifiable benefits from the community solar subscription will be passed through to its residents/tenants.

7. This project uses an anchor subscriber (*optional*) .....  Yes  No  
 If “Yes,” name of the anchor subscriber (*optional*): \_\_\_\_\_  
 Estimated or anticipated percentage or range of the project capacity for the anchor subscriber’s subscription: \_\_\_\_\_

8. Is there any expectation that the account holder of a master meter will subscribe to the community solar project on behalf of its tenants? .....  Yes  No  
 If “Yes,” what specific, identifiable, sufficient, and quantifiable benefits from the community solar subscription are being passed through to the tenants?



Additionally, the account holder of the master meter must attach a signed affidavit that the specific, identifiable, sufficient, and quantifiable benefits from the community solar subscription will be passed through to the tenants.

If “No,” please be aware that, if, at any time during the operating life of the community solar project the account holder of a master meter wishes to subscribe to the community solar project on behalf of its tenants, it must submit to the Board a signed affidavit that the specific, identifiable, sufficient, and quantifiable benefits from the community solar subscription will be passed through to its tenants.

9. The geographic restriction for distance between project site and subscribers is: (*select one*)  
 No geographic restriction: whole EDC service territory  
 Same county OR same county and adjacent counties  
 Same municipality OR same municipality and adjacent municipalities

Note: The geographic restriction selected here will apply for the lifetime of the project, barring special dispensation from the Board, pursuant to N.J.A.C. 14:8-9.5(a).



10. Product Offering for LMI subscribers: *(The Applicant must also complete and attach one or more product offering form(s) found in Appendix A. See Appendix A for exemptions.)*

The subscription proposed offers guaranteed or fixed savings to subscribers .....  Yes  No

If "Yes," the guaranteed or fixed savings are offered as:

- A percentage saving on the customer's annual electric utility bill
- A percentage saving on the customer's community solar bill credit
- Other: \_\_\_\_\_

If "Yes," the proposed savings represent:

- 0% - 5% of the customer's annual electric utility bill or bill credit
- 5% - 10% of the customer's annual electric utility bill or bill credit
- 10% - 20% of the customer's annual electric utility bill or bill credit
- over 20% of the customer's annual electric utility bill or bill credit

The subscription proposed offers subscribers ownership or a pathway to ownership of a share of the community solar facility .....  Yes  No

If "Yes," include proof of a pathway to ownership of a share of the community solar facility offered to the subscribers in Appendix A.

11. Product Offering for non-LMI subscribers: *(The Applicant must also complete and attach one or more product offering form(s) found in Appendix A. See Appendix A for exemptions.)*

The subscription proposed offers guaranteed or fixed savings to subscribers .....  Yes  No

If "Yes," the guaranteed or fixed savings are offered as:

- A percentage saving on the customer's annual electric utility bill
- A percentage saving on the customer's community solar bill credit
- Other: \_\_\_\_\_

If "Yes," the proposed savings represent:

- 0% - 5% of the customer's annual electric utility bill or bill credit
- 5% - 10% of the customer's annual electric utility bill or bill credit
- 10% - 20% of the customer's annual electric utility bill or bill credit
- over 20% of the customer's annual electric utility bill or bill credit

The subscription proposed offers subscribers ownership or a pathway to ownership of a share of the community solar facility .....  Yes  No

If "Yes," include proof of a pathway to ownership of a share of the community solar facility offered to the subscribers in Appendix A.



12. The list of approved community solar projects will be published on the Board’s website. Additionally, subscriber organizations have the option of indicating, on this list, that the project is currently seeking subscribers.

If this project is approved, the Board should indicate on its website that the project is currently seeking subscribers .....  Yes  No

If “Yes,” the contact information indicated on the Board’s website should read:

Company/Entity Name: \_\_\_\_\_ Contact Name: \_\_\_\_\_

Daytime Phone: \_\_\_\_\_ Email: \_\_\_\_\_

\*It is the responsibility of the project’s subscriber organization to notify the Board if/when the project is no longer seeking subscribers, and request that the Board remove the above information on its website.

**X. Community Engagement**

1. The proposed community solar facility is located on land or a building owned or controlled by a government entity, including, but not limited to, a municipal, county, state, or federal entity .....  Yes  No

2. The proposed community solar project is being developed by or in partnership or collaboration\* with the municipality in which the project is located .....  Yes  No  
 If “Yes,” explain how and attach evidence of the project being developed by or in partnership or collaboration with the municipality in which the project is located.

\*Partnership or collaboration with the municipality is defined as clear and ongoing municipal involvement in the approval of the design, development, or operation of the proposed community solar project (e.g. project is located on a municipal site, municipality facilitating subscriber acquisition, municipal involvement in defining the subscription terms, etc.). Examples of evidence may include a formal partnership, a municipal request for proposals or other public bidding process, letter describing the municipality’s involvement in the project or meeting minutes. Documentation must be specific to the project described in this Application; “generic” documentation of support that applies to multiple projects submitted by the same Applicant will not be accepted.

3. The proposed community solar project is being developed by or in partnership or collaboration\* with one or more local community organization(s) and/or affordable housing providers in the area in which the project is located .....  Yes  No



If “Yes,” explain how and attach evidence of the project being developed by or in partnership or collaboration with the local community organization(s) and/or affordable housing providers.

\*Partnership or collaboration is defined as clear and ongoing involvement by the local community organization(s) and/or affordable housing providers in the approval of the design, development, or operation of the proposed community solar project (e.g. community organization owns the proposed site, community organization is facilitating subscriber acquisition or was involved in the design of the community solar product offering, etc.). Documentation must be specific to the project described in this Application; “generic” documentation of support that applies to multiple projects submitted by the same Applicant will not be accepted.

4. The proposed community solar project was developed, at least in part, with support and in consultation with the community in which the project is located\* .....  Yes  No  
 If “Yes,” please describe the consultative process below.

\*A community consultative process may include any of the following: letter of support from municipality and/or community organizations and/or local affordable housing provider demonstrating their awareness and support of the project; one or more opportunities for public intervention; and/or outreach to the municipality and/or local community organizations and/or affordable housing provider.

**XI. Project Cost**

*This section, “Project Cost,” is optional if: 1) the Applicant is a government entity (municipal, county, or state), AND 2) the community solar developer will be selected by the Applicant via a RFP, RFQ, or other bidding process. In all other cases, this section is required.*

1. Provide the following cost estimates and attach substantiating evidence in the form of an unlocked Excel spreadsheet model:

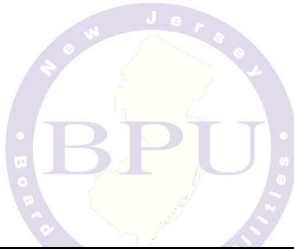
*Applicants are expected to provide a good faith estimate of costs associated with the proposed community solar project, as they are known at the time the Application is filed with the Board. This information will not be used in the evaluation of the proposed community solar project.*



Net Installed Cost (in \$)	
Net Installed Cost (in \$/Watt)	
Initial Customer Acquisition Cost (in \$/Watt)	
Annual Customer Churn Rate (in %)	
Annual Operating Expenses (in c/kWh)	
Levelized Cost of Energy (“LCOE”) (in c/kWh)	

- Pursuant to N.J.A.C. 14:8-9.7(q), “community solar projects shall be eligible to apply, via a one-time election prior to the delivery of any energy from the facility, for SRECs or Class I RECs, as applicable, or to any subsequent compensations as determined by the Board pursuant to the Clean Energy Act.” Consistent with the Clean Energy Act of 2018, the Board is no longer accepting applications for the SREC Registration Program (“SRP”). Projects granted conditional approval to participate in PY2 will be eligible to apply for the TI Program.

For indicative purposes only, please indicate all local, state and federal tax incentives which will be applied to if the proposed community solar project is approved for participation in the Community Solar Energy Pilot Program:



**XII. Other Benefits**

- The proposed community solar facility will be paired with storage .....  Yes  No  
 If “Yes,” please describe the proposed storage facility:
  - Storage system size: \_\_\_\_\_ MW \_\_\_\_\_ MWh
  - The storage offtaker is also a subscriber to the proposed community solar facility .....  Yes  No

\*Community solar credits will only be provided to community solar generation; credits will not be provided to energy discharged to the grid from a storage facility (i.e. no “double counting”).

- The proposed community solar facility will be paired with one or more EV charging stations .....  Yes  No  
 If “Yes,” how many EV charging stations: \_\_\_\_\_  
 Will these charging stations be public and/or private? \_\_\_\_\_  
 Please provide additional details:



3. The proposed community solar facility will provide energy audits and/or energy efficiency improvements to subscribers.....  Yes  No

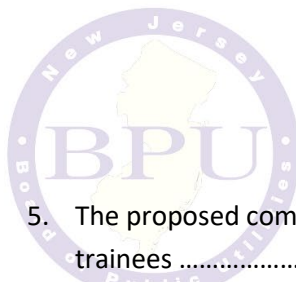
If "Yes," please provide additional details:

4. The proposed community solar project will create temporary or permanent jobs in New Jersey .....  Yes  No

If "Yes," estimated number of temporary jobs created in New Jersey: \_\_\_\_\_

If "Yes," estimated number of permanent jobs created in New Jersey: \_\_\_\_\_

If "Yes," explain what these jobs are:



5. The proposed community solar project will provide job training opportunities for local solar trainees .....  Yes  No

If "Yes," will the job training be provided through a registered apprenticeship? ....  Yes  No

If "Yes," identify the entity or entities through which job training is or will be organized (e.g. New Jersey GAINS program, partnership with local school):

**XIII. Special Authorizations and Exemptions**

1. Is the proposed community solar project co-located with another community solar facility (as defined at N.J.A.C. 14:8-9.2)? .....  Yes  No

If "Yes," please explain why the co-location can be approved by the Board, consistent with the provisions at N.J.A.C. 14:8-9



2. Does this project seek an exemption from the 10-subscriber minimum? .....  Yes  No  
 If “Yes,” please demonstrate below (and attach supporting documents as relevant):
- That the project is sited on the property of a multi-family building.
  - That the project will provide specific, identifiable, and quantifiable benefits to the households residing in said multi-family building.

3. Specific sections throughout the Application Form are identified as optional only if: 1) the Applicant is a government entity (municipal, county, or state), and 2) the community solar developer will be selected by the Applicant via a RFP, RFQ, or other bidding process. Is the Applicant a government entity that plans to select the developer via such bidding process? .....  Yes  No  
 If “Yes,” attach a letter describing the proposed bidding process and a copy of the request for bids (RFP, RFQ, or other bidding document) that is ready to be issued if the project is granted conditional approval by the Board. The Applicant must further commit to issuing said RFP, RFQ, or other bidding process within 90 days of the proposed project being approved by the Board for participation in the Community Solar Energy Pilot Program. The Applicant will be required to provide the information contained in those optional sections to the Board once it becomes known.

4. Has the proposed community solar project received, in part or in whole, a subsection (t) conditional certification from the Board prior to February 19, 2019? .....  Yes  No  
 If “Yes,” the project may apply to participate in the Community Solar Energy Pilot Program if it commits to withdrawing the applicable subsection (t) conditional certification immediately if it is approved by the Board for participation in the Community Solar Energy Pilot Program. Attach a signed affidavit that the Applicant will immediately withdraw the applicable subsection (t) conditional certification if the proposed project is approved by the Board for participation in the Community Solar Energy Pilot Program.

5. The Board has proposed an amendment to the Pilot Program rules, which, if approved, would allow municipally-owned community solar projects to submit an application for a project that requests an exemption from the provisions at N.J.A.C. 14:8-9.10(b)(1) mandating subscriber enrollment via affirmative consent (i.e. an opt-out community solar project). Projects that intend





to utilize opt-out subscriber enrollment if the proposed rule amendment is approved by the Board must indicate such intent below. If the Application is selected but the proposed rule amendment is not approved by the Board, the project will be required to proceed using affirmative consent (i.e. "opt-in") subscriber enrollment rules, as currently provided for in the Pilot Program rules at N.J.A.C. 14:8-9.10(b)(1).

A. This Application is for an opt-out community solar project.....  Yes  No

B. The proposed opt-out project will be owned and operated by the municipality for the duration of the project life (excluding a possible period of temporary third-party, tax-credit investor ownership to maximize the financeability of the opt-out project, subject to appropriate contractual provisions that maintain the municipality's ultimate control of the proposed opt-out project).....  Yes  No

If "Yes," the municipality name is: \_\_\_\_\_

If "No," the project will not be considered for eligibility as an opt-out community solar project.

C. The proposed opt-out project has been authorized by municipal ordinance or resolution .....  Yes  No

If "Yes," attach a copy of the municipal ordinance or resolution allowing the development, ownership, and operation an opt-out community solar project, contingent on the proposed rules being approved by the Board.

If "No," the project will not be considered for eligibility as an opt-out community solar project.

D. The proposed opt-out project will allocate all project capacity to LMI subscribers .....  Yes  No

If "No," the project will not be considered for eligibility as an opt-out community solar project.

E. Describe the process by which the municipality will identify the customers that will be automatically enrolled in the proposed opt-out project: \_\_\_\_\_

F. The municipal applicant has reviewed the proposed rule amendment allowing for opt-out projects, and agrees to adhere to the proposed rules and any subsequent modification if they are approved by the Board. The applicant understands that any approval for the project to operate as an opt-out community solar project is contingent on the proposed rule amendment being approved by the Board. The applicant understands that, if the proposed rule amendment is not approved by the Board, the project, if approved, will be required to



adhere to the existing “opt-in” rules for subscriber enrollment (N.J.A.C. 14:8-9.10(b)(1)).  
 .....  Yes  No

Attach an affidavit that the municipal project owner will comply with all applicable rules and regulations, particularly those relating to consumer privacy and consumer protection.





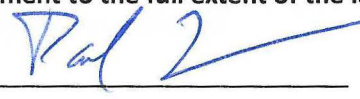
**Section C: Certifications**

*Instructions: Original signatures on all certifications are required. All certifications in this section must be notarized; instructions on how to submit certifications will be provided as part of the online application process. Certifications must be dated after October 3, 2020: PY1 certifications may not be reused in PY2.*

**Applicant Certification**

The undersigned warrants, certifies, and represents that:

- 1) I, Paul Jeun (name) am the Manager (title) of the Applicant IPPsolar LLC (name) and have been authorized to file this Applicant Certification on behalf of my organization; and
- 2) The information provided in this Application package has been personally examined, is true, accurate, complete, and correct to the best of the undersigned's knowledge, based on personal knowledge or on inquiry of individuals with such knowledge; and
- 3) The community solar facility proposed in the Application will be constructed, installed, and operated as described in the Application and in accordance with all Board rules and applicable laws; and
- 4) The system proposed in the Application will be constructed, installed, and operated in accordance with all Board policies and procedures for the Transition Incentive Program, if applicable; and
- 5) My organization understands that information in this Application is subject to disclosure under the Open Public Records Act, N.J.S.A. 47-1A-1 et seq., and that any claimed sensitive and trade secret information should be submitted in accordance with the confidentiality procedures set forth in N.J.A.C. 14:1-12.3; and
- 6) I acknowledge that **submission of false information may be grounds for denial of this Application, and if any of the foregoing statements are willfully false, I am subject to punishment to the full extent of the law, including the possibility of fine and imprisonment.**

Signature: 

Date: 2/4/2021

Print Name: Paul Jeun

Title: Manager

Company: IPPsolar LLC

Signed and sworn to before me on this 04<sup>th</sup> day of February, 2021

Signature 

Name Dominick Percell

DOMINICK A PERCELL  
 NOTARY PUBLIC-STATE OF NEW YORK  
 No. 01PE6368656  
 Qualified in New York County  
 My Commission Expires 12-18-2021



**Project Developer Certification**

*This Certification "Project Developer / Installer" is optional if: 1) the Applicant is a government entity (municipal, county, or state), AND 2) the community solar developer will be selected by the Applicant via a Request for Proposals (RFP), Request for Quotations (RFQ), or other bidding process. In all other cases, this Certification is required.*

The undersigned warrants, certifies, and represents that:

- 1) I, Paul Jeun (name) am the Manager (title) of the Project Developer IPPsolar LLC (name) and have been authorized to file this Applicant Certification on behalf of my organization; and
- 2) The information provided in this Application package has been personally examined, is true, accurate, complete, and correct to the best of the undersigned's knowledge, based on personal knowledge or on inquiry of individuals with such knowledge; and
- 3) The community solar facility proposed in the Application will be constructed, installed, and operated as described in the Application and in accordance with all Board rules and applicable laws; and
- 4) The system proposed in the Application will be constructed, installed, and operated in accordance with all Board policies and procedures for the Transition Incentive Program, if applicable; and
- 5) My organization understands that information in this Application is subject to disclosure under the Open Public Records Act, N.J.S.A. 47-1A-1 et seq., and that any claimed sensitive and trade secret information should be submitted in accordance with the confidentiality procedures set forth in N.J.A.C. 14:1-12.3; and
- 6) I acknowledge that **submission of false information may be grounds for denial of this Application, and if any of the foregoing statements are willfully false, I am subject to punishment to the full extent of the law, including the possibility of fine and imprisonment.**

Signature: Paul Jeun

Date: 2/4/2021

Print Name: Paul Jeun

Title: Manager

Company: IPPsolar LLC

Signed and sworn to before me on this 04<sup>th</sup> day of February, 2021

Dominick Percell

Signature Dominick Percell

Name

DOMINICK A PERCELL  
 NOTARY PUBLIC-STATE OF NEW YORK  
 No. 01PE6368656  
 Qualified in New York County  
 My Commission Expires 12-18-2021



**Project Owner Certification**

The undersigned warrants, certifies, and represents that:

- 1) I, Stephan Repaglia (name) am the Sr. Vice President (title) of the Project Owner UB Solar, Inc. (name) and have been authorized to file this Applicant Certification on behalf of my organization; and
- 2) The information provided in this Application package has been personally examined, is true, accurate, complete, and correct to the best of the undersigned's knowledge, based on personal knowledge or on inquiry of individuals with such knowledge; and
- 3) The community solar facility proposed in the Application will be constructed, installed, and operated as described in the Application and in accordance with all Board rules and applicable laws; and
- 4) The system proposed in the Application will be constructed, installed, and operated in accordance with all Board policies and procedures for the Transition Incentive Program, if applicable; and
- 5) My organization understands that information in this Application is subject to disclosure under the Open Public Records Act, N.J.S.A. 47-1A-1 et seq., and that any claimed sensitive and trade secret information should be submitted in accordance with the confidentiality procedures set forth in N.J.A.C. 14:1-12.3; and
- 6) I acknowledge that **submission of false information may be grounds for denial of this Application, and if any of the foregoing statements are willfully false, I am subject to punishment to the full extent of the law, including the possibility of fine and imprisonment.**

Signature: [Handwritten Signature]

Date: 2.3.21

Print Name: Stephan Repaglia  
 Title: SVP

Company: UB Solar, Inc.

Signed and sworn to before me on this 3<sup>rd</sup> day of February 2021

[Handwritten Signature]  
 Signature  
ISABEL DALY

Name: **ISABEL DALY**  
 Notary Public, State of Connecticut  
 My Commission Expires Apr. 30, 2025



**Property Owner Certification**

The undersigned warrants, certifies, and represents that:

- 1) I, Stephan Papaglia (name) am the Authorized Signatory (title) of the Property UB Pompton Lakes I LLC (name) and have been authorized to file this Applicant Certification on behalf of my organization; and
- 2) The information provided in this Application package pertaining to siting and location of the proposed community solar project has been personally examined, is true, accurate, complete, and correct to the best of the undersigned's knowledge, based on personal knowledge or on inquiry of individuals with such knowledge; and
- 3) My organization or I understand that information in this Application is subject to disclosure under the Open Public Records Act, N.J.S.A. 47-1A-1 et seq., and that any claimed sensitive and trade secret information should be submitted in accordance with the confidentiality procedures set forth in N.J.A.C. 14:1-12.3; and
- 4) I acknowledge that **submission of false information may be grounds for denial of this Application, and if any of the foregoing statements are willfully false, I am subject to punishment to the full extent of the law, including the possibility of fine and imprisonment.**

Signature: [Handwritten Signature]

Date: 2-3-21

Print Name: Stephan Papaglia

Title: Authorized Signatory Company: UB Pompton Lakes I LLC

Signed and sworn to before me on this 3rd day of February 2021

[Handwritten Signature]

Signature ISABEL DALY

Name

**ISABEL DALY**  
 Notary Public, State of Connecticut  
 My Commission Expires Apr. 30, 2025



Subscriber Organization Certification (optional, complete if known)

The undersigned warrants, certifies, and represents that:

- 1) I, \_\_\_\_\_ (name) am the \_\_\_\_\_ (title) of the Subscriber Organization \_\_\_\_\_ (name) and have been authorized to file this Applicant Certification on behalf of my organization; and
- 2) The information provided in this Application package has been personally examined, is true, accurate, complete, and correct to the best of the undersigned's knowledge, based on personal knowledge or on inquiry of individuals with such knowledge; and
- 3) The community solar facility proposed in the Application will be constructed, installed, and operated as described in the Application and in accordance with all Board rules and applicable laws; and
- 4) My organization understands that information in this Application is subject to disclosure under the Open Public Records Act, N.J.S.A. 47-1A-1 et seq., and that any claimed sensitive and trade secret information should be submitted in accordance with the confidentiality procedures set forth in N.J.A.C. 14:1-12.3; and
- 5) I acknowledge that **submission of false information may be grounds for denial of this Application, and if any of the foregoing statements are willfully false, I am subject to punishment to the full extent of the law, including the possibility of fine and imprisonment.**

Signature: \_\_\_\_\_ Date: \_\_\_\_\_

Print Name: \_\_\_\_\_

Title: \_\_\_\_\_ Company: \_\_\_\_\_

Signed and sworn to before me on this \_\_\_\_\_ day of \_\_\_\_\_, 20\_\_

\_\_\_\_\_  
Signature

\_\_\_\_\_  
Name



**Section D: Appendix**

**Appendix A: Product Offering Questionnaire**

Complete the following Product Offering Questionnaire. If there are multiple different product offerings for the proposed community solar project, please complete and attach one Product Offering Questionnaire per product offering. Variations in any product offering require a separate Product Offering Questionnaire. Applicants are expected to provide a good faith description of the product offerings developed for the proposed community solar project, as they are known at the time the Application is filed with the Board. If the proposed project is approved by the Board, the Applicant must notify the Board and receive approval from the Board for any modification or addition to a Product Offering Questionnaire.

Exception: This "Product Offering Questionnaire" is optional if: 1) the Applicant is a government entity (municipal, county, or state), AND 2) the community solar developer will be selected by the Applicant via a Request for Proposals (RFP), Request for Quotations (RFQ), or other bidding process.

This Questionnaire is Product Offering number \_\_\_\_\_ of \_\_\_\_\_ (total number of product offerings).

This Product Offering applies to:

- LMI subscribers
- non-LMI subscribers
- both LMI and non-LMI subscribers

1. Community Solar Subscription Type (examples: kilowatt hours per year, kilowatt size, percentage of community solar facility's nameplate capacity, percentage of subscriber's historical usage, percentage of subscriber's actual usage): \_\_\_\_\_
2. Community Solar Subscription Price: (check all that apply)
  - Fixed price per month
  - Variable price per month, variation based on: \_\_\_\_\_
  - The subscription price has an escalator of \_\_\_\_\_ % every \_\_\_\_\_ (interval)
3. Contract term (length): \_\_\_\_\_ months, or \_\_\_\_\_ years OR  month-to-month
4. Fees
  - Sign-up fee: \_\_\_\_\_
  - Early Termination or Cancellation fees: \_\_\_\_\_
  - Other fee(s) and frequency: \_\_\_\_\_
5. Does the subscription guarantee or offer fixed savings or specific, quantifiable economic benefits to the subscriber? .....  Yes  No





If "Yes," the savings are guaranteed or fixed:

- As a percentage of monthly utility bill
- As a fixed guaranteed savings compared to average historic bill
- As a fixed percentage of bill credits
- Other: \_\_\_\_\_

6. Special conditions or considerations:



**Appendix B: Required Attachments Checklist**

*Note that this list is for indicative purposes only. Additional attachments may be required, and as identified throughout this Application Form. Please review the Application Form in its entirety, and attach attachments as required. The page numbers reference the pages from the [Application Form](#) as it was originally approved by the Board, not as they may appear in this fillable PDF.*

<b>Required Attachments</b> Attachments marked with an asterisk (*) are only required if the project meets the specified criteria. All others are required for all Applications.	<b>Reference Page Number</b>	<b>Attached?</b>
Delineated map of the portion of the property on which the community solar facility will be located (in color).	p. 10	<input type="checkbox"/> Yes <input type="checkbox"/> No
Proof of site control.	p. 10	<input type="checkbox"/> Yes <input type="checkbox"/> No
(*) If the proposed project is located, in part or in whole on a rooftop: substantiating evidence that the roof is structurally able to support a solar system.	p. 12	<input type="checkbox"/> Yes <input type="checkbox"/> No
(*) If the proposed project is located on an area designated in need of redevelopment: proof of the designation of the area as being in need of redevelopment from a municipal, county, or state entity.	p. 13	<input type="checkbox"/> Yes <input type="checkbox"/> No
(*) If the proposed project is located in an Economic Opportunity Zone ("EOZ"), as defined by DCA: proof that the facility is located in an EOZ.	p. 13	<input type="checkbox"/> Yes <input type="checkbox"/> No
(*) If the proposed project is located on land or a building that is preserved by a municipal, county, or federal entity: proof of the designation of the site as "preserved" and that the designation would not conflict with the proposed solar facility.	p. 13	<input type="checkbox"/> Yes <input type="checkbox"/> No
Copy of the completed Permit Readiness Checklist.	p. 14	<input type="checkbox"/> Yes <input type="checkbox"/> No
A screenshot of the EDC capacity hosting map at the proposed location, showing the available capacity (in color).	p. 16	<input type="checkbox"/> Yes <input type="checkbox"/> No
Substantiating evidence of project cost in the form of charts and/or spreadsheet models.	p. 20	<input type="checkbox"/> Yes <input type="checkbox"/> No
Product Offering Questionnaire(s) in Appendix A.	p. 30 – 31	<input type="checkbox"/> Yes <input type="checkbox"/> No
Certifications in Section C.	p. 25 – 29	<input type="checkbox"/> Yes <input type="checkbox"/> No

n/a for rooftops

<b>Optional Attachments</b> Attachments marked with an asterisk (*) only apply if the project meets the specified criteria.	<b>Reference Page Number</b>	<b>Attached?</b>
(*) If the project is located, in part or in whole, on a brownfield: copy of the Response Action Outcome (issued by the LSRP) or the No Further Action letter (issued by DEP).	p. 12	<input type="checkbox"/> Yes <input type="checkbox"/> No
(*) If the project is located, in part or in whole, on an area of historic fill: copy of the Response Action Outcome (issued by the LSRP) or the No Further Action letter (issued by DEP).	p. 12	<input type="checkbox"/> Yes <input type="checkbox"/> No
Substantiating evidence that the proposed community solar facility has been specifically designed or planned to preserve or enhance the site (e.g. landscaping, site and enhancements, pollination support, etc.).	p. 14	<input type="checkbox"/> Yes <input type="checkbox"/> No



Proof of a meeting with NJDEP Office of Permitting and Project Navigation (“OPPN”), if applicable. (*) Proof of a meeting with OPPN is optional, except for projects that are in part or in whole a floating solar project. (*) If the Applicant met with OPPN (formerly PCER) during PY1, and there have been no changes to the project or site characteristics, include any comments received from OPPN on the PY1 Application.	p. 14	<input type="checkbox"/> Yes <input type="checkbox"/> No
Permits received for this site or project.	p. 15	<input type="checkbox"/> Yes <input type="checkbox"/> No
Evidence of experience on projects serving LMI communities or partnerships with organizations that have experience serving LMI communities	p.16	<input type="checkbox"/> Yes <input type="checkbox"/> No
(*) If an affordable housing provider is seeking to qualify as an LMI subscriber for purposes of the community solar project: signed affidavit from the affordable housing provider that the specific, substantial, identifiable, and quantifiable long-term benefits from the community solar subscription will be passed through to their residents/tenants.	p. 17	<input type="checkbox"/> Yes <input type="checkbox"/> No
(*) If the account holder of a master meter will subscribe on behalf of its tenants: signed affidavit from the account holder that the specific, identifiable, sufficient, and quantifiable benefits from the community solar subscription will be passed through to the tenants	p. 17	<input type="checkbox"/> Yes <input type="checkbox"/> No
Evidence that the proposed project is being developed by or in partnership and collaboration with the municipality in which the project is located.	p. 19	<input type="checkbox"/> Yes <input type="checkbox"/> No
Evidence that the proposed project is being developed in partnership or collaboration with one or more local community organization(s) and/or affordable housing providers in the area in which the project is located.	p. 19 – 20	<input type="checkbox"/> Yes <input type="checkbox"/> No
Evidence that the proposed project is being developed with support and in consultation with the community in which the project is located.	p. 20	<input type="checkbox"/> Yes <input type="checkbox"/> No
(*) If the project is seeking an exemption from the 10-subscriber minimum rule: supporting documents if needed.	p. 22	<input type="checkbox"/> Yes <input type="checkbox"/> No

Required Attachments for Exemptions	Reference Page Number	Attached?
If the Applicant is a government entity (municipal, county, or state), and the community solar developer will be selected by the Applicant via a Request for Proposals (RFP), Request for Quotations (RFQ), or other bidding process: ⇒ Attach a letter from the Applicant describing the bidding process and a copy of the request for bids (RFP, RFQ, or other bidding document) that is ready to be issued if project is granted conditional approval by the Board.	p. 22	<input type="checkbox"/> Yes <input type="checkbox"/> No
If the proposed community solar project is located, in part or in whole, on Green Acres preserved open space or on land owned by NJDEP. ⇒ Attach special authorization from NJDEP for the site to host a community solar facility.	p. 11	<input type="checkbox"/> Yes <input type="checkbox"/> No





**Appendix C: Evaluation Criteria**

The Evaluation Criteria chart below lists the various categories that the Board will consider in evaluating project Applications. Projects must score a minimum of 50 points total in order to be considered for participation in the Community Solar Energy Pilot Program. Projects that score above 50 points will be awarded program capacity in order, starting with the highest-scoring project and proceeding to the lowest-scoring project, until the capacity for each EDC territory is filled. The last project to be selected by the Board will be granted conditional approval for its full capacity.

Evaluation Criteria	Max. Points (total possible points: 100)
<b>Low- and Moderate-Income and Environmental Justice Inclusion</b> Higher preference: LMI project	25
<b>Siting</b> Higher preference, e.g.: landfills, brownfields, areas of historic fill, rooftops, parking lots, parking decks, canopies over impervious surfaces (e.g. walkway), former sand and gravel pits, floating solar on water bodies at sand and gravel pits that have little to no established floral and faunal resources (*) Medium preference, e.g.: floating solar on water bodies at water treatment plants that have little to no established floral and faunal resources (*) No Points, e.g.: preserved lands, wetlands, forested areas, farmland Bonus points for site enhancements, e.g. landscaping, land enhancement, pollination support (**) Bonus points if project is located in a redevelopment area or an economic opportunity zone (**) *Note: Applicants with a floating solar project must meet with DEP prior to submitting an Application, and take special notice of DEP's siting guidelines. <i>The siting criteria for floating solar located at sand and gravel pits that have little to no established floral and faunal resources has been moved from "medium preference" to "higher preference" per a Board Order dated January 7, 2021.</i> **Note: bonus points will only be available for projects in the "higher" or "medium" preference siting categories. Projects in the "No Points" siting categories are not eligible for bonus points.	20 Max. possible bonus points: 3 Max. possible bonus points: 2



<p><b>Community and Environmental Justice Engagement</b>          Higher preference: formal agreement, ongoing collaboration or effective partnership with municipality and/or local community organizations and/or affordable housing provider (per Section X, Questions 1, 2, and 3)          Medium preference: consultation with municipality and/or local community organization(s) and/or or affordable housing provider (per Section X, Question 4)          No Points: no collaboration or collaboration has not been proven</p>	15
<p><b>Product Offering</b>          Higher preference: guaranteed savings &gt;20%, flexible terms*          Medium preference: guaranteed savings &gt;10%, flexible terms*          Low preference: guaranteed savings &gt;5%          No Points: no guaranteed savings, no flexible terms*           *Flexible terms may include: no cancellation fee, short-term contract</p>	15
<p><b>Other Benefits</b>          Higher preference: Provides jobs and/or job training and/or demonstrates co-benefits (e.g. paired with storage, EV charging station, energy audits, energy efficiency)</p>	10
<p><b>Geographic Limit within EDC service territory</b>          Higher preference: municipality/adjacent municipality          Medium preference: county/adjacent county          No Points: any geographic location within the EDC service territory</p>	5
<p><b>Project Maturity</b>          Higher preference: project has received all non-ministerial permits; project has completed an interconnection study</p>	5

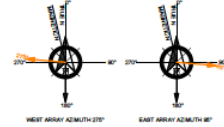
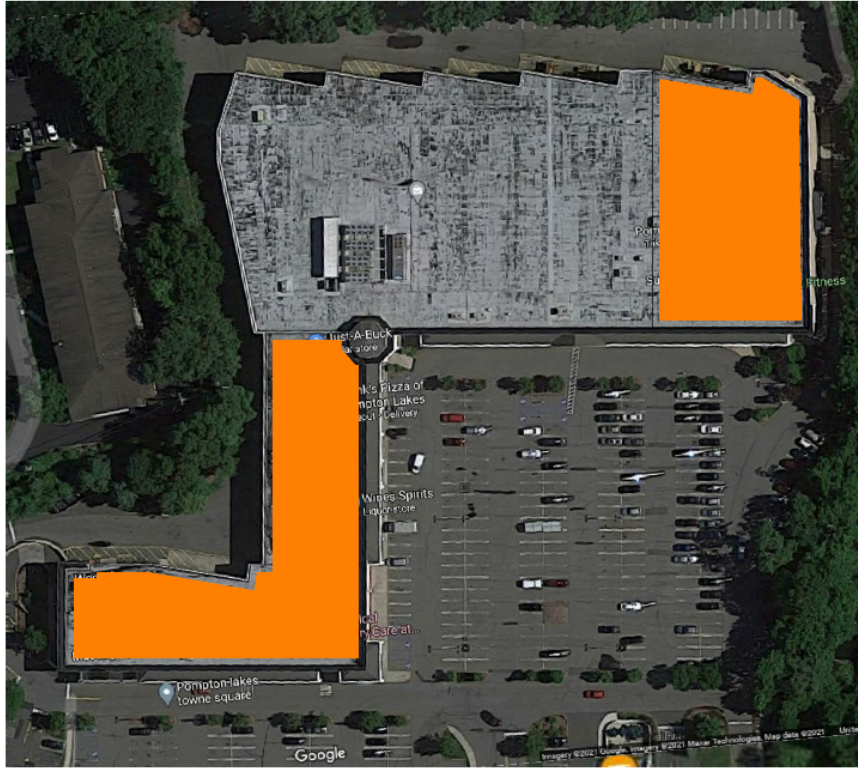
## **Attachments**

1. Map of the property where the solar PV system will be located
2. Site control certification
3. Project cost breakdown
4. Evidence that roof is structurally able to support the solar PV system
5. Screenshot of EDC capacity hosting map with available capacity
6. Evidence of partnerships with organizations that have experience serving LMI communities

# Attachment 1

## Solar PV System Location

### POMPTON LAKES TOWNE SQUARE - POMPTON LAKES, NJ 300 KW-DC (250 KW-AC) ROOFTOP SOLAR PHOTOVOLTAIC SYSTEM



ARRAY LOCATION

1 PLAN VIEW: SITE  
C-1.0 SCALE: 1" = 70'

Developer Name and Address			
<b>JAMES A. MARX JR.</b> PROFESSIONAL ENGINEER 1 Paradise Ln., Hoboken, NJ 07030			
JAMES A. MARX JR. NJ Professional Engineer License 12E2176			
Rev	Description	By	Date
Project Info			
<b>Customer Name</b>			
USP - NJ			
<b>Address</b>			
1-88 WANAGUE AVENUE POMPTON LAKES, NJ 07442			
<b>SYSTEM DC SIZE:</b>		300 kW-DC	
<b>SYSTEM AC SIZE:</b>		250 kW-AC	
<b>MOUNTING SYSTEM MFG.:</b>		AEROCOMPACT	
<b>MOUNTING SYSTEM MODEL:</b>		S104	
<b>MOUNTING TYPE:</b>		BALLASTED	
<b>Project No.</b>	POMPTON LAKES T.S.		
<b>Scale</b>	AS SHOWN		
<b>Date</b>	02-03-2021		
<b>Drawn by</b>	JP		
<b>Sheet</b>			
SITE PLAN	C-1.0		



**Attachment 2**

Site Control Certification for Community Solar Project

Project Location: 1-55 Wanaque Ave., Pompton Lakes, NJ 07442 (the "Property")

UB Pompton Lakes I, LLC is the owner of the above-referenced Property. Urstadt Biddle Properties Inc. ("UBP") is the sole member of UB Midland Park I, LLC. UB Solar, Inc., a wholly-owned subsidiary of UBP, will be the owner of the community solar project to be developed at the Property (the "Project").

UBP is working with IPPsolar LLC and its affiliates (collectively, "IPP") on the development and installation of the Project and hereby acknowledges that IPP will submit an application for the Project at the Property.

Urstadt Biddle Properties Inc.

By: 

Name: Stephan Rapaglia

Title: COO/SVP

Date: February 3, 2021

### Attachment 3

#### System Cost Breakdown

Modules/Arrays	\$	248,490
Inverters	\$	97,890
Labor	\$	203,310
Balance of system	\$	112,950
Permitting	\$	7,530
Inspection	\$	7,530
Admin	\$	30,120
Interconnection	\$	45,180
<b>TOTAL</b>	<b>\$</b>	<b>753,000</b>

Design Data Summary Sheet

Pompton Lakes, NJ

**A. Existing Drawing Information**

1. Building steel joists – field measurements – equivalent to Joist 28K7

**B. Design Loads for Building**

1. Governing Design Code

Governing Building Code: IBC Building Code Year: 2018  
Occupancy Category: II (Std. Occupancy)

2. Roof Live Load

Est. Existing Live Load (LL) = 30 pounds per square foot (psf)

Where solar modules are located there will be no roof live load.

3. Roof Snow Load

Roof Snow Load with Solar Photovoltaic (PV) modules

Snow Load Coefficient ( $C_e$ ) = 1.0

Thermal Factor ( $C_t$ ) = 1.2

Snow Importance Factor ( $I_s$ ) = 1.0

Ground Snow Load ( $P_g$ ) = 30 psf

Roof Snow Load  $P_f = 0.7 * C_e * C_t * I_s * P_g = 25.2$  psf

ASCE 7-16 Min. Flat Roof = 20 psf

SL = 25.2 psf

4. Wind Load per Aerocompact report

Wind Exposure Category: B

Wind Velocity Pressure Exposure Coef. ( $K_z$ ): 0.7

Wind Topographic Factor ( $K_{zt}$ ) = 1.0

Wind Directionality Factory ( $K_d$ ) = 0.85

Wind Velocity ( $V$ ) miles per hour = 112

Building Wind Load ( $q_z$ ) =  $0.00256 * K_z * K_{zt} * K_d * V^2 * 0.6 = 11.46$  psf ASD

Wind Pressure Coefficients and the design pressures shall be applied per ASCE 7-16

Pompton Lakes

5. Dead Load

Existing (DL) Building System Weight of Roofing, Insulation & Joist Framing and Collateral Load = 18 psf

Solar (PV) panel weight = < 5.5 psf

6. Load Combinations

Load combination used to design roof framing structural members

New SL 25.2 # + PV 5.5 # + DL 18 # = 48.7 psf < Existing Capacity = > 49 psf

Existing LL 30 # + DL 18 # = 48 psf

7. Conclusion

The existing building structure is adequate to support the additional 5.5 psf of PV system.

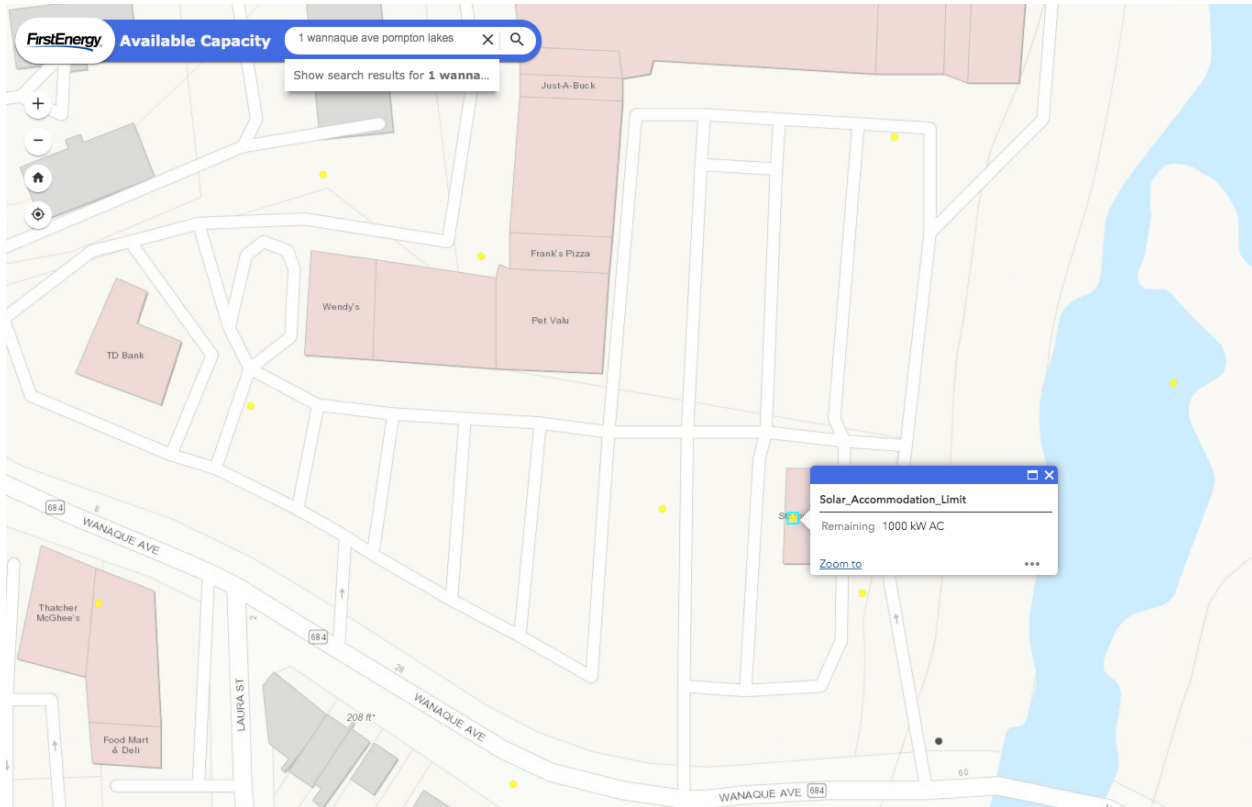


2/4/21  
Pages 1 & 2

James A. Marx, Jr.  
Professional Engineer  
NJ Professional Engineer License No. GE 25179

## Attachment 5

### JCP&L Capacity Map for Pompton Lakes Project Location



#### Map Legend

The dots on the map represent the estimated accommodation limit for that location. When clicking on the dot, a single value will be provided in the pop-up box.

- **Red = Less than 100 kW AC**
- **Yellow = 100 to 1000 kW AC**
- **Green = Greater than 1000 kW AC**



February 2, 2021

New Jersey Board of Public Utilities  
44 South Clinton Avenue  
Post Office Box 350  
Trenton, NJ 08625-0350

Re: Statement of LMI Experience - Community Solar Year 2 Applications

Dear Sir or Madam:

IPPsolar LLC (“IPP”), the project applicant, intends to engage Arcadia as subscription manager, including efforts to engage and subscribe LMI subscribers. Arcadia is a leader in provision of community solar services, including substantial experience in connection with engagement with LMI customers. Please find attached more information about Arcadia.

IPP currently manages and operates two community solar projects in NY, including the first battery powered community solar in New York state. We have engaged Arcadia to perform subscription management services for both of these projects. As a result of our experience, we are confident we can successfully undertake community solar projects in New Jersey and particularly as relating to engagement of LMI subscribers.

Sincerely,

IPPsolar LLC

# Arcadia Community Solar Services

**PREPARED FOR:**

IPP

*January 26, 2021*

# Turning power bills into something good.

At Arcadia, our mission is simple:  
**Make clean energy an easy choice.**

---

Arcadia integrates with utility accounts to connect anyone to clean energy and lower power bills. Our technology ensures that members come first. Clean energy is easy to access. Rates are affordable and transparent. And fees and lock-in contracts are no more.

- Founded in 2014
- Based in Washington, D.C.
- 130+ full time employees & growing
- \$70 million raised to date
- 450k+ members in all 50 states
- Integrated with over 120 utility companies
- \$350+ million in residential utility bill payments processed



Inc. "Best Workplaces of 2020"  
Winner, Energy Category



Fast Company "Worlds Most  
Innovative Companies" Honoree 2019



"A game changer for the renewable energy industry"



"Perhaps it takes an outsider to  
truly revolutionize the system."



"Now even apartment dwellers can use solar power"



# Our tech

Arcadia's proprietary software retrieves and manages utility data and payments.

Members pay their utility bills through our platform, with clean energy and savings products layered right on top.



Wind Energy  
(RECs)



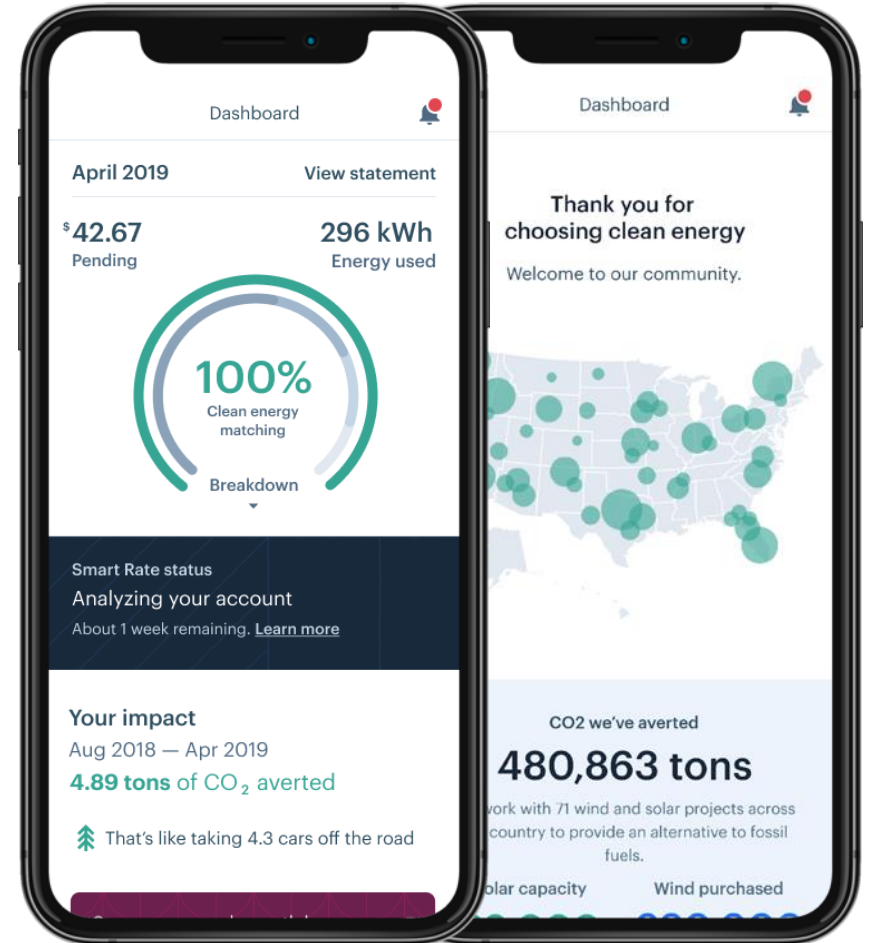
Community  
Solar



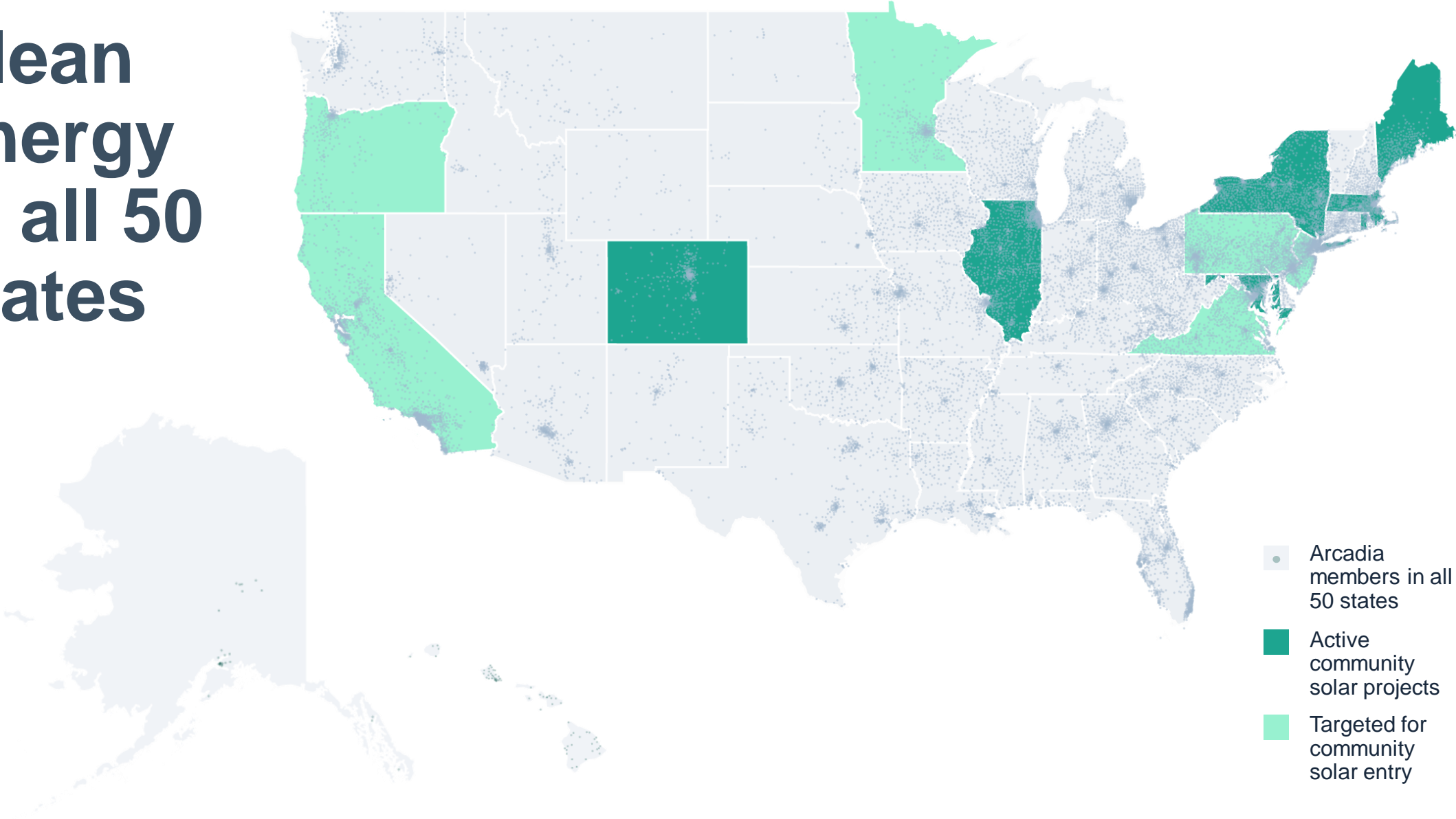
Smart Rate  
(retail energy  
brokerage)



Subscription  
energy plans



# Clean energy in all 50 states

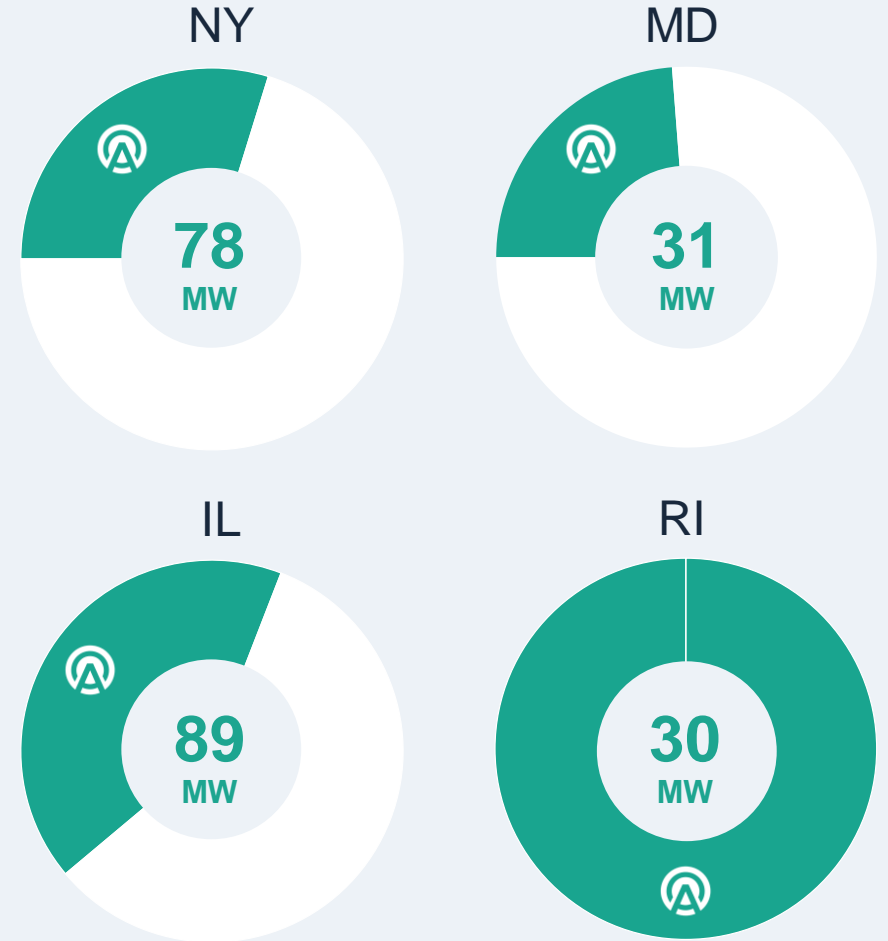


# Community Solar

# We are the market leader in residential community solar

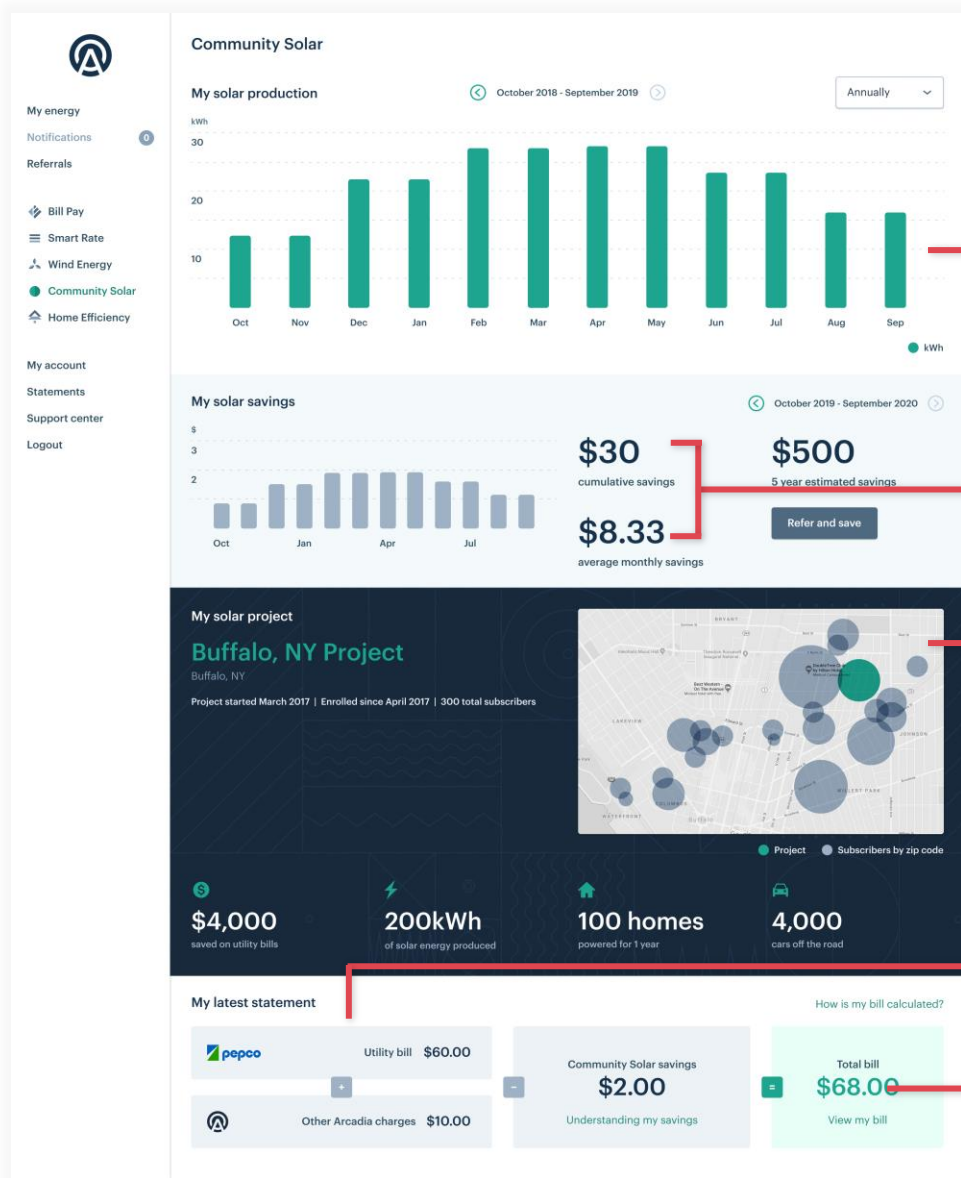
Total Arcadia capacity under management of >400 MW in CO, DC, IL, MA, MD, NY, ME and RI.

## Community solar market share in select states\*



\*Arcadia estimates (residential only)

# The only “one bill” solution in the market



Daily solar production automatically pulled from monitoring system

Average and cumulative savings from subscription

Project details, impact metrics and subscriber base at the zip code level

Utility and solar subscription charge

Transparent savings and single net bill

# Continuous access to data and process automation



Patent-pending application for community solar subscriber management

The screenshot shows an admin interface for 'Howland'. At the top, there are navigation tabs: Admin, Members, Accounts, Product Operations (selected), and Utility emails. Below the tabs, there are summary metrics for 'Howland': Coverage % (130%), Allocation % (100% / 95%), Usage factor (0.84 / 0.83), and Last submission (06/15/19). A 'Filters' sidebar on the left includes sections for Pre enrollment, Ready to go, Attrition, and Flags. The main content area shows a summary of subscriber counts: Waitlist (16), Allocated (—), Enrolled (20), Billed (320), Pending (60), and Opted out (4). Below this is a search bar and a table of subscribers with columns for Account ID, User ID, Name, VNM status, and Annualized usage.

Account ID	User ID	Name	VNM status	Annualized usage
123456	9876543	Chris Haines	Pending	1362
123456	9876543	Max Richman	Pending	1268
123456	9876543	Angela He	Pending	1857
123456	9876543	Monica Velez	Pending	2828
123456	9876543	Matthew Bailey	Pending	2255
123456	9876543	Elizabeth Ozdinec	Pending	1340
123456	9876543	Joel Gamoran	Pending	3527
123456	9876543	Lindsey Maddox	Pending	2742
123456	9876543	Jake Yesbeck	Pending	1800

Proprietary algorithms optimize and re-balance allocations across every subscriber, every month

Subscriber status tracking enables seamless communication and customer journey

Annualized usage estimates update automatically every month based on the latest data

# Proposal for IPP

# Subscriber acquisition services

- Customer acquisition performed by in-house team using only passive channels
- Pre-verification of utility account data access, subscriber eligibility criteria, and valid payment method
- Pre-agreed schedule of subscription milestones to reach 100% (or more depending on wait-list requirements)
- Live-feed to Arcadia's database on progress toward milestones
- Customer receives compatible Arcadia services and benefits while waiting for community solar subscription to kick in



# Subscriber management services

- Management of all utility allocation sizing and submissions, including updates and re-balancing/optimizing on the cadence allowed by regulation
- Monthly billing based on credits actually allocated by utility to subscriber bills in accordance with the terms of the subscription agreement
- Direct remittance of subscriber payments to project company (funds do not pass through Arcadia)
- Subscriber churn replacement to maintain 100% subscription coverage (or more depending on wait-list requirements)
- Exceptional customer service provided by in-house team
- Monthly reporting on the disposition of credits (allocations, payments, remittances, and any utility errors or reconciliations under investigation)
- Reallocation of banked credits (if applicable), and provision of data for annual reports required by regulation

# Residential subscription agreement terms

- Arcadia community solar projects must conform to the following terms:
  - No credit checks
  - Guaranteed savings (10% discount indexed to the value of credits)
  - No cancellation fees

# Arcadia advantages and risk mitigation

- **Scale and results:** Arcadia brings unprecedented experience in residential energy customer management (450k+ members) and billing (\$350+ million in residential utility bill payments processed). Despite never having checked a customer credit score, our cumulative default rate on this transaction volume is only 0.4%. These results have been achieved through the practices described below.
- **Commingled billing:** our unique “one-bill” solution means that Arcadia is literally how subscribers pay their utility bill. We have an entrenched billing relationship, provide a better customer experience, eliminate incorrect customer charges as a result of utility errors, and properly align the timing of community solar credits and customers charges.
- **Auto-pay:** 100% of Arcadia community solar subscribers are on automatic, electronic payment via credit card or ACH.
- **Utility accounts in good standing:** Arcadia requires all members to have no unpaid balance on their utility account prior to enrolling in our bill payment service.
- **Fungibility and excess coverage:** Arcadia provides value to our members through multiple products beyond community solar. This enables us to accumulate an excess of members beyond immediate project needs, available for nearly instantaneous churn replacement.
- **Data access:** Arcadia obtains data continuously from our members’ utility accounts, ensuring community solar subscriptions are sized correctly, and providing early warning of potential utility account issues that may require subscriber replacement.
- **Direct remittance of subscriber charges:** Arcadia’s software, through integration with its payment processing vendor, enables subscriber payments to be split at the point of transaction, such that community solar revenue does not pass through Arcadia.

# Thank you!

---

Christopher Turner 

*Director*

[christopher.turner@arcadia.com](mailto:christopher.turner@arcadia.com)

Cell: 801.647.0408

Matthew Bailey 

*Senior Analyst*

[matthew.bailey@arcadia.com](mailto:matthew.bailey@arcadia.com)

Cell: 310.467.1580